



# LIFE-2024-CET-HEATPUMPS

*Supporting the roll-out of high-quality  
heat pump installations*

**LIFE CET Info Day, 25 April 2024**



*Luca ANGELINO, Stamatis SIVITOS Project Advisers  
LIFE Energy + LIFE Climate, CINEA*

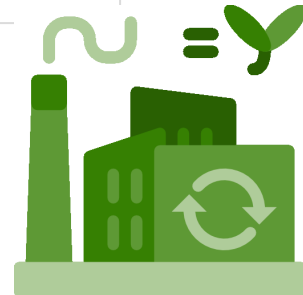
# LIFE-2024-CET-HEATPUMPS

## Scope A:

Alternative business and delivery models (buildings)

## Scope B:

Collaboration between industrial sectors and industrial heat pump technology providers



### Important notes:

- *Proposals should address one of the two scopes above*
- *Proposals must be submitted by at least 3 applicants (beneficiaries; not affiliated entities) from 3 different eligible countries*
- *Proposals requesting a contribution from the EU of up to EUR 1,75 million would allow the specific objectives to be addressed appropriately*
- *For upskilling and reskilling interventions for HP professionals see LIFE-2024-CET-BUILDSKILLS*



# Scope A:

## Alternative business and delivery models (buildings)



# Scope A: Alternative business and delivery models

## What is required:



*Develop, demonstrate, upscale and/or replicate alternative business and/or heat delivery models to stimulate large-scale demand for heat pumps in existing buildings*

### Tackling a specific market barrier:

*Significantly reduce or spread over several years the initial costs for product acquisition and installation*

### Key expected impacts:

- *New installations triggered*
- *Improved knowledge for key stakeholders*
- *New customers benefitting from alternative business and delivery models*



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# Scope A: Alternative business and delivery models

## In doing so, proposals should:

### Focus

- *at least on **space heating**; (water heating and space cooling possible in addition)*
- *any type of buildings, although **multi-apartment** and **commercial buildings** are especially encouraged*

### Demonstrate

*the proposed approaches have the **potential** in specific contexts to be **effective and replicable***

### Ensure

- ***high quality** installations*
- *selected buildings suitable and ready for HPs*
- *heating needs and HP size properly evaluated*



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# Scope A: Alternative business and delivery models

## Further requirements to be taken into account:

Heat pumps should be designed and installed by professionals with relevant qualifications and skills



Involve all relevant stakeholders necessary

- *if not directly involved, their support should be demonstrated in the proposal*
- *proposals may put in place new or strengthen existing strategic partnerships*

Build on experiences and lessons learned from other relevant projects and programmes



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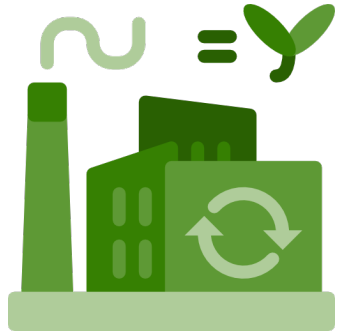


# Scope B:

Collaboration between industrial sectors and industrial heat pump technology providers



# Scope B: Collaboration between industrial sectors and industrial heat pump technology providers



## What is required:

***Establish concrete collaboration between industrial sectors/sub-sectors with heat pump manufacturers and providers to optimise and integrate industrial heat pump solutions in industrial processes***

## Objective:

*Move from custom-built project by project approach for each specific industrial plant and process, to more streamlined, standardised, turn-key solutions for industrial sector(s) and/or processes with similar energy needs*



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# Scope B: Collaboration between industrial sectors and industrial heat pump technology providers

## Users:

*Specific industrial sectors could survey their sector's processes to define an 'average' process and reassess its operational energy needs in a most cost-effective way with technology suppliers to effectively design sustainable energy solutions*

## Providers:

*Manufacturers and providers of industrial heat pumps could optimise and standardise their existing technological offer, products and solutions to meet the industrial sector needs*

## Activities should also include:

- *the **creation and exchange of knowledge** including guidelines on how to deploy the solutions*
- *the **development and validation of business models***



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# Scope B: Collaboration between industrial sectors and industrial heat pump technology providers

## Further requirements to be taken into account:

Ensure dissemination and replication of the proposed approaches

*Including **advising and building capacity***

Identify and map possible **synergies with relevant funding instruments**

*To help build, disseminate, and exploit knowledge and results*

Focus on existing technologies already available on the market

*Activities aiming at technological and first deployment on the market, including for products at TRL8, not in scope*



Note: Involvement of the relevant user sector(s) and of technology provider representatives is recommended for effective market acceptance and implementation.



# Expected impacts



# Expected impacts (for both scopes)

## The indicators for both scopes include:

- Number of new installations of heat pumps triggered by the action (including commitments).
- Number of key actors along the value chains with improved skills/knowledge during the action.
- Number of new customers benefitting from alternative business and delivery models.
- Number of standardised solutions to implement heat pumps in industrial processes.
- Natural gas savings triggered by the project (in million cubic meters/year), where appropriate.

Proposals should also quantify their impacts related to the following common indicators for the LIFE Clean Energy Transition subprogramme:

- Investments in sustainable energy (energy efficiency and renewables) triggered by the project (cumulative, in million Euro).
- Energy savings triggered by the project (in GWh/year).
- Renewable energy generation triggered by the project (in GWh/year).
- Reduction of greenhouse gases emissions (in tCO<sub>2</sub>-eq/year).



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# Question and Answers



# Thank you



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